AGENT MUST SEEK LACK OF DEFINITE

APARTMENT AND HOTEL ANNEX TO BE ERECTED.

CONVENTION PLANS | THEATER DISASTER

Local Real Estate Men to Ac- Local Plans More Carefully cord Royal Greeting to Visitors in March.

450 EXPECTED TO ATTEND

Program Indicates Two Days of building inspector show. - Business and Social Events.

Details of the entertainment program arranged by the Washington Real Estate Board for the 450 delegates to the meeting of the executive committee of the National Association of Real Estate Boards, at the Willard Hotel, March 6 and 7, were announced today by John A. Petty, executive secretary of the local or-

ganization of realtors. The delegates include the officers of the national association and an executive committeeman from each of the boards comprising the national body. In almost every instance the delegate In almost every instance the delegate is either the president of his local board or one of its most prominent members, it was stated.

Formal invitations have been mailed to each of the members of the national committee, followed by a letter with a printed information sheet relative to hotel accommodations, etc. ings, 741-51 Irving street northwest; thoral committee, followed by a letter with a printed information sheet relative to hotel accommodations, etc. Reservations for the visitors have been made in the Willard and Washington hotels. Headquarters will be established in the Willard, and the sessions held in the small ballroom, Middaugh & Shannon, to build five brick dwellings, two stories each brick dwellings two stories each

Program as Announced.

Present tentative arrangements call for the following program of business and entertainment:

Monday—Business session, 10:30 to \$\frac{1}{2}\$:30; complimentary luncheon in the large ballroom of the Willard, 1 clock; business session, 2:30 to 4:30 o'clock, and "experience meeting."

Middaugh & Shannon, to build five brick dwellings, two stories each, 2820-28 Connecticut avenue northwest; cost, \$5,500. Also five brick garages in rear of above; cost, \$2,500. Southern Euilding Company, to repair building at 807 15th street northwest; cost, \$1,500. dealing with the national real estate situation, 8 p.m.
Tuesday—Business session, 10:30 to

12:30 and 1:30 to 2:30; outing, 3 o'clock, and banquet in the large ballroom, 7 o'clock.

"While not permitted to participate in the meetings of the executive cormittee of the national organization, eyery member of the local board will be welcome at any of the sessions, including the experience meeting when the experience meeting when the experience meeting the experi eluding the experience meeting, when short talks by leading realtors of the country will be a feature.

Big Welcome Planned.

of each member of the Washington board printed thereon, will be issued for wearing at all times while the members are on duty.

Notwithstanding the unusual increase in administrative work incident to preparing for the coming convention, the board has been able to carry on its work of personal service to members and the public without interruption, Secretary Petty asserted.

Six complaints have been adjusted in Washington for a convention gathering. Five requests reached the board relative to the standing of certain brokers.

A total of sixteen committee made by John A. Petty, executive section of food prices. There has been a continuous decline winter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for the midwinter meeting here of the national regarding preparations for

ARE MADE PUBLIC AFFECTS BUILDING

Inspected and Issuance of Permits Impeded.

Building of all types of structures in the District of Columbia has been slowed up perceptibly because of the Knickerbocker Theater collapse, records in the office of the municipal About fifty building operations have

been held up pending a close inspection of plans and specifications submitted by the architects and contractors, with the result that issuance of permits on minor buildings has in turn been impeded. ' In spite of the fact that the present

force in the inspector's office has been working overtime to clear up been working overtime to clear up the accumulation of applications, the inspection work is about a week be-tind schedule, it is understood. Only seven permits for construc-tion enterprises involving an invest-ment of \$1,000 or more were granted the past week by Inspector Healy's office.

office.
They follow:
G. W. Chase, to build dwelling, 404
Aspen street northwest; cost, \$6,000.
B. H. Gruver, to build three dwellings, 3545-7-9 11th street northwest; cost, \$24,000.
Harry A. Kite, to build six dwellings, 741-51 Irving street northwest; cost, \$30,060.

Morton J. Luchs of Shannon & Luchs has left Washington for a trip south. Accompanied by Mrs. Luchs, he is now at Palm Beach, Fla., frpm which point they will go to Miami, Key West and Havana, Cuba. On their return they will stop at

and one case settled by the arbi-tration committee. Information and advice have been given to members on twenty-three occasions and to the

Big Welcome Planned.

It is the intention to meet every guest at the Uninon station and conyey him to his hotel in an automobile. It is expected that at the time of registering, the delegates will be presented with an envelope containing data regarding the meeting. This phase is being worked out by the automobile and reception committees. A number of members of the reception committee will be at the station through the day and evening of Sunday. Other members will be scattered through the lobbies and assembly halls of the Willard and Washington hotels as well as in the offices of the Washington board. A fleet of about twenty-five machines will be at the depot Sunday to meet the delegates as they arrive and about a dozen cars will be placed at the disposal of the guests during their stay. A special committee, headed by the arbitration committee. Information and advice have been given to members on twenty-three occasions and to the public on seventeen occasions, or an average of two requests for each working day during the past month, the secretary reported.

Value of Service.

"The importance and value of this apparently simple service should not be overlooked and a gradual increase in volume can be expected as our organization becomes better whown and its aims an i purposes become better understood." An Petty states. "In order to give some idea as to the character of the received I will briefly enumerate several that came in during the past month. Eleven requests were received from members and the public desiring advice or service in connection with realty matters in various parts of the country. In each case they were given the names of dependable parties affiliated with real estate boards. Two members desired information relative to certain phases of the Ball rent law, six wanted guidance where matters of ethics were involved and three applied for help in fxing correct committee in formation relative to certain phases of the Ball rent law, six wanted guidance where matters of ethics were involved and three ap stance and service to the visitors, is announced. Attached to this both will be a stenographer availble for any guest.

Badges for Members.

Appropriate badges, with the name teach member of the Washington as to whether a seller was permitted to remove electric light bulbs from a house he had sold, to a request from a certain ladies society to assist them in securing accommodations for a delegation of the luncheon committee, will preside.

The service to the visitors, in general ranged from the question as to whether a seller was permitted to remove electric light bulbs from a house he had sold, to a request from a certain ladies society to assist them in securing accommodations for a delegation of the luncheon committee, will preside.

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SIX PROPERTIES BRING \$60,000 AT PRIVATE SALE

N. L. Sansbury, Inc., Announces This Week's Disposal of Properties.

Sale of six properties aggregating in value \$60,000 was reported this week by the N. L. Sansbury Co., Inc. Premises 2807 14th street was sold to Clarence Parsley for Mrs. Hilda N. to Clarence Parsley for Mrs. Hilda N. Dulac. After extensive alerations the property will be occupied as a business home by Mr. Parsley.

Joseph M. Michaelson sold his home at 1234 Girard street northwest to Benjamin F. Saunders and wife, who have taken possession. This is a modern three-story brick house, containing nine rooms and bath.

The two-family apartment building at 1334 Irving street northwest, owned by the estate of John C. Gifford. was sold to Mrs. Laura L. H.

owned by the estate of John C. Gifford, was sold to Mrs. Laura L. H. Barnard. The upper apartment contains six rooms and bath, and the lower five rooms and bath.

One of the new homes, 4662 9th street northwest, recently completed by Winfield Preston, was sold to John A. Mattos and wife. This is a modern two-story colonial brick house containing six rooms and bath, with hot-water heat and electric lights.

William R. Ersfeld purchased from Robert E. and Bessie K. Clark their home at 5003 13th street northwest. This is a semi-bungalow containing seven rooms and bath, with all modern seven rooms and bath, with all modern Another one of the homes recently completed by Winfield Preston, 4618 9th street northwest, was sold to Henry A. and Mamie V. Weaver.

REALTY BOARD LUNCHEON

Dr. Jonathan C. Day Will Address Semi-Monthly Affair.

Dr. Jonathan C. Day, who is touring the country in the interest of the movement of the Berea College in Kentucky to educate the mountaineers of that section, will be the principal speaker at the semi-monthly luncheon of the Washington Real Estate Board next Thursday at the La Fayette Hotel, 15th and I streets northwest.

SAMUEL C. REDMAN BUYS **FIVE-STORY PROPERTY**

Bank President Acquires the Building at 1723 I Street, Valued at \$75,000.

Samuel C. Redman, president of the Takoma Park Bank, has purchased the five-story building at 1723 I street northwest through the office of Frank A. forthwest through the office of Frank A. Gibbons, for a consideration said to have been about \$75,000.

The structure at present is leased by the American Red Cross Women's Club. It is equipped with a modern elevator. There is a two story brick double garage facing a twenty-foot allev.

double garage facing a twenty-foot alley.

Mr. Redman, as part payment, gave the Oaks farm, located in Prince Georges county, near Bladensburg, on the National Defense highway. The farm is now being used as a stock farm. Parker & Ankers, formerly owners of 1723 I street northwest, expect to make this farm into a modern sanitarium and to beautify the place in many ways.

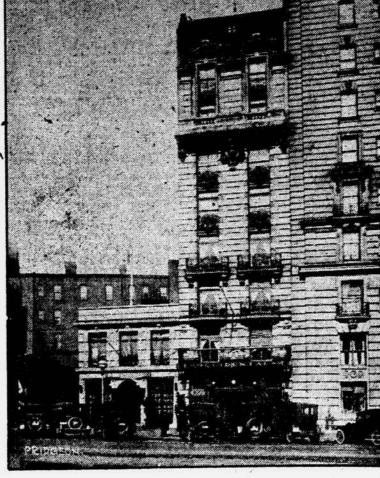
Erection of an addition to the seven-story Occidental Hotel, at 1413 Penn-sylvania avenue northwest, is planned by Gus Buchholz, proprietor, it was announced today.

Mr. Buchholz has purchased the building adjoining the hotel proper, now used by the establishment as a cafe, and will utilize the property as

503 HOUSES TO BE SOLD.

Shipping Board Sale at Wilmington Attracts Interest.

Representatives of a number of large industrial concerns outside of the state of Delaware are expected to make bids at Wilmington, Monday, February 27, when realty experts offer at auction, for the account of the United States Shipping Board-Emergency, Fleet Corporation, 503 houses, 4 stores, 1 store with apartment overhead and 1 six-family apartment house, built for government employes during the world war, in the residential section known as Union Park Gardens.



A seven-story addition to the Occidental Hotel, 1413 Pennsylvania, avenue, is planned by Gus Buchhols, proprietor. The cafe building adjoining the main hotel will be razed.

ADDITION IS PLANNED FOR OCCIDENTAL HOTEL

Cafe Site, Adjoining Property at 1413 Pennsylvania Avenue, to Be Utilized.

Erection of an addition to the seven-

building adjoining the hotel proper, now used by the establishment as a cafe, and will utilize the property as the site for the new building. It is understood the addition will conform in height and architecture to the main The sale of the cafe property was negotiated through the office of Walter A. Brown. The consideration is said to have been approximately \$125.

000. The former owner's name was withheld. The proposed annex will add about 100 rooms to the Occidental Hotel.

JOINS REALTY FIRM.

Nathaniel C. Halstead Associated

a most attractive interest rate.

PLANS TO RAISE MILLION TO AID HOME BUILDERS

Ralph P. Stoddard Outlines to Colvention Proposal Under Consideration by Brick Industry.

home builders are under consideration by the brick industry, according to an announcement by Ralph P. Stoddard, at the annual convention of brick manufacturers in St. Louis recently.

to this new wall, thousands of houses are going up in brick which would otherwise have been built less permanently. Building codes in a hundred cities recognize this lower cost construction, a remarkable record for one year.

head and 1 six-family apartment house, built for government employes during the world war, in the residential section known as Union Park Gardens.

Inquiries received from Philadelphia, Baltimore, New York, Chicago, St. Louis, Cincinnati and other cities indicate that bids for the huge housing project in its entirety will be made. Due no doubt to Wilmington's ambitious port development plans underway and to the activity of listichamber of commerce, "foreign" interests are anxious to establish plants in that city.

PRICES DROP IN ENGLAND.

LONDON, February 18.—The cost of living in the United Kingdom continues to fall. The decline last month was 4 points. The drop is mainly due to reduction of food prices.

There has been a continuous declines for the residential scheme and relation to the field of general investment banking houses. A careful study of the situation convinced him that no other city in the country presented equal opportunities, it is stated.

Mith Shannon & Luchs.

With Shannon & Luchs.

Nathaniel C. Halstead Associated Construction, a remarkable record for one year.

"But the brick industry would go further," continued Stoddard. "Under the new financial scheme and relation for good character who desires to own his home will be aided from a central million-dollar fund subscribed by the local brick manufacturer and by a responsible local bank or building and loan association, which latention to the field of general investment and the cost of the house.

PRICES DROP IN ENGLAND.

LONDON, February 18.—The cost of living in the United Kingdom continues to fall. The decline last month was 4 points. The drop is mainly due to reduction of food prices.

There has been a continuous decline to the field of general investment and business real estate.

Nathaniel C. Halstead Associated with the firm of Shannon of turchs.

Nathaniel C. Halstead has become further, "Guther," continued Stoddard. "Under the new financial scheme and relation to what he new financial scheme and relation to the filed with well known

So Important in Man's Life Hesitancy Is Natural. Real estate salesmen, in order to

make a success at their business, must credit the prospective home purchaser with being natural, accordng to H. K. Warren, local advertising man, who has written a treatise in this connection.

"Every once in a while." Mr. Warren states, "a salesman gets off on the wrong foot with a prospect because, n his instinctive eagerness to make a sale, he fails to appreciate the men-

"Here is Mr. Average Man: To be frank, he's rather a decent fellow (the chances are that he turns to the sporting page or the comic strip as soon as he picks up his newspaper); he is earning about \$2,000 a year, and, due chiefly to the fact that a wife and two children are satisfactory, but expensive associates he has sayed only pensive associates, he has saved only about \$1,000.

Big Matter to Purchaser.

Big Matter to Purchaser.

"Before he comes to you as a prospect he is convinced of the wisdom of buying a home, but he has never bought a home before and he never expects to buy another; he is about to make one of the most serious decisions of his lifetime. Of course, it is a small material matter to you—just about \$170 commission—but to him it means all he has been able to save and, in addition, obligating himself to pay some thousands of dollars in regular installments.

"So he cannot afford to make a mistake; he must think of what is best for his wife and children, and he must consider his wife's desires; he must be sure that the house is arranged to his family's taste and that it is built of substantial material; he ought to be sure of the neighborhood, and he should give some thought to whether or not he can get his money out of the house if an emergency compels him to sell. There are a thousand and one questions that are natural to any man in such circumstances.

Must Adopt Buyer's Viewpoint.

"That is your buyer's position and it is a position to which he has a distinct right. If you are to sell him and keep him sold, you will have to step into his shoes and think with him, rather than against him. Selling is not a contest of wits, it is the process of causing a man to see that your house is the one house that best fills his need.

"When a salesman has learned to keep his prospect's attitude in mind."

The brick interests also are pushing a new and economical method of bricklaying, so that homes of this material may be constructed more cheaply, he asserted.

"During the past two years brick manufacturers have been working out new methods of using brick so brick homes can be built at low cost. The first development was the "ideal wall"—a hollow wall of solid brick—now being used from one end of the country to the other, he stated. "Due to this new wall, thousands of houses in the prospect's mind, that is, if he is the salesman who is going to make the sale."

BUYER'S VIEWPOINT BUILDING CODE SEEN Warren Says Home Buying Expert Who Investigated Knickerbocker Theater Dis-

WAY TO AVERT ACCIDENTS

aster Stresses Need.

Rudolph Miller Declares Construction Regulations, Should Be Comprehensive, Covering All Points.

Rudolph Miller of New York city, former head of the building department of that city, who conducted an investigation of the Knickerbocker Theater disaster for the Associated General Contractors of America, declares that "a comprehensive building code would go a long way toward guarding against future similar accidents."

Mr. Miller was recently named by Senator Calder as a high authority on building codes and their administration.

Provisions for Enforcement.

"Under administration, which is very important, there should be provisions for the enforcement of all conditions of the code, which would take into account the interpretation of the code, permits for construction, inspection, certificates of occupancy, building surveys, procedure in case of disaster and for appeals. No building code is better than its direct placing of responsibility and its enforcement."

Mr. Miller was retained in 1914-15 by the city of New York to revise its building code, and the present code is the result of his work.

OIL REFINERIES CLOSED.

By the Associated Press. make the sale."

MEXICO CITY, February 18.—The Standard Oil Company has definite-ly suspended all work at its redinered fineries near Tampico, and work-men numbering upwards of a thousand to lay the "ideal wall" as well as the solid wall. Financial aid and lower cost construction will give a stimulus to brick home building that will be apparent everywhere."

By the Associated Press.

MEXICO CITY, February 18.—The Standard Oil Company has definite-ly suspended all work at its refineries near Tampico, and work-men numbering upwards of a thousand will be discharged immediately, according to advices from Tampico which say orders to this effect have been received from New York. Only the pump workers will be retained, it was added.

IMPORTANT HOME BUYERS

Dunigan's Jefferson Street Homes

\$8,450



32 Sold Before Finished Only One Left

Inspect 1202 Jefferson St. N.W. Today or Sunday Before 9 p.m.

See for yourself just why these homes command pre-

Six room and bath. Full size porches. Modern to the minute. Close to 14th Street cars. In the best location in the city. Very few homes, regardless of price, have such wenderful yards. 220 feet permanent open space in rear.

1321 New York Avenue N.W.

Main 1267-1268.

122 B STREET N.E. JUST COMPLETED

First Trust Notes

INCREASINGLY POPULAR WITH

LARGE AND SMALL INVESTORS

Because

-they possess features of greatest safety, together with

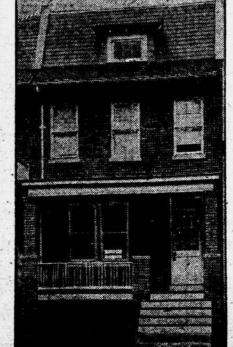
7% Interest

Notes \$100, \$250, \$500, \$1,000

Allan E. Walker & Co., Inc.

813 15th St. N.W. Southern Bldg. Main 2430

One Square From Capitol, Library and Senate Office Building



Six rooms and full tiled bath. Large sleeping porch.

Thoroughly modern in every particular. Oak floors

throughout. Laundry in cellar. Large lot to alley -room for garage.

Most desirable location in Northeast.

Small Cash Payment **Easy Terms** Arranged

Waggaman & Brawner

Franklin 7485 914 15th St. N.W.

IN FOURTEENTH STREET TERRACE

In this period of very scarce desirable home properties, the Shannon & Luchs development in the 14th Street Terrace is a revelation. All of the homes in this section are completely detached, of the highest class of constructian, and thoroughly modern-and the location (just off the 14th street car line) is one of the most desirable in Washington.

You will be surprised to learn of the comfortable terms on which these new homes are sold. The range of selection is wide-from 9 rooms and 3 baths to 6 rooms and 1 bath.

However, 16 houses we recently erected in this section were sold before completion.

> **OPEN ALL DAY EVERY DAY** (Take the 14th St. Car to 14th and Ingraham Sts. N.W.)

Building Department Main Offices 713 14th St. N.W.

In Mt. Pleasant Overlooking Rock Creek Park

This exceptionally high-grade, well built residence has 9 rooms (5 bedrooms), 2 sleeping porches, 2 tiled baths; large cedar closets; hot-water heat and electricity; servant's room and toilet; oak floors and mahogany trim; awnings, screens; built-in refrigerator; 2-car garage on deep lot to paved alley; location ideal; on curved street

See It Sunday—Open All Day 2053 Park Road N.W.

ANNON · & · LUCH

Exclusive Agents 713 14th St. N.W.

Main 2345



A Truly Beautiful Home 1725 Irving St.

Open Sunday 1 to 6 P.M.

A delightful home in this exclusive districtrecently completed and occupied by owner, who is forced to sell. Semi-detached, on large lot; paved alley in rear. Seven large rooms, 4 bedrooms and 2 baths; built-in garage; large front porch, breakfast porch and two sleeping porches, all screened in; built-in refrigerator in pantry; first-grade oak floors; artistic decorations throughout.



Main 4752 Members of the Washington Real Estate Board